

NIC 8500-82

## THE DIRECTOR OF CENTRAL INTELLIGENCE

WASHINGTON, D.C. 20505

National Intelligence Council

21 October 1982

MEMORANDUM FOR: Director of Central Intelligence  
Deputy Director of Central Intelligence

THROUGH : Chairman, National Intelligence Council *pl*

FROM : David D. Gries  
National Intelligence Officer for East Asia

SUBJECT : Conference on Chinese Negotiating Style

1. Last year we contracted with Rand Corporation to prepare a definitive study of Chinese negotiating behavior. At this writing the project is about half completed. Dick Solomon, the drafter (and former NSC senior staff member in the Nixon Administration) has consulted the available literature and interviewed most of the major participants in Sino-US negotiations over the years, including Nixon, Brzezinski, Woodcock, Scowcroft, Lord, Oksenberg, Gleysteen, Sullivan, Armitage, Sigur, Shoemith, and Holdridge. Solomon has also talked with two lawyers --  25X1  
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 -- who have negotiated extensively with the Chinese for private clients. I have also gotten Solomon access to Carter Administration material on China held at the NSC and, to a lesser extent, to material on the last round of the Taiwan arms sales negotiations held at State. If the end result of these efforts is a road map to Chinese negotiating style which can guide US policymakers in future negotiations, then our objective will have been met.

2. On 22 November I am hosting a conference of most of the above named individuals. The purpose is to test and critique the general lines of analysis in Rand's study. Some of the people attending the conference are worth your time. If you agree, I would like to invite five or six of the participants to meet with you privately the day after the conference (Tuesday, 23 November). I would ask each of them to be prepared to talk about likely developments in Sino-US relations over the next few years.

*DDG*   
David D. Gries 25X1

AGREE TO MEET                
yes no

SECRET  25X1